

application for insurance to an insurer, is guilty of a gross misdemeanor, and the license of any such person may be revoked. Licensee did on multiple occasions indicate on applications for insurance policies sold to Washington residents that these policies were sold in Oregon.

Examples include, but are not limited to, consumer Mr. Bernard Waite who purchased a \$4,000 whole life insurance policy from the Licensee. The application showed that the policy was completed in Portland, Oregon; Mr. Waite stated that Mr. Woodward came to his home in Washington to sell this policy. Consumer Fritz Thoelcke was sold a \$10,000 whole life policy by the Licensee. The application indicated that the policy was completed in Portland, Oregon; Mr. Thoelcke resides in Kennewick, Washington and this was where the Licensee sold him the policy. Consumer Hermine Heim purchased three insurance policies from the Licensee at in her in Longview, Washington. The Licensee indicated on the applications that these policies were sold in Oregon.

2. License Revocation in Oregon.

Licensee, Michael B. Woodward, individually, and Mr. Woodward doing business as Secure Tomorrows, held a non-resident insurance agent's license with the State of Oregon, Department of Consumer and Business Services, Insurance Division. Oregon conducted an investigation into the licensee's business practices and revoked Michael B. Woodward's and Secure Tomorrows' insurance licenses under Proposed Order of Revocation, INS 00-12-007, June 28, 2001 and Final Order # INS 00-12-007 on the following grounds:

Violation of ORS 744.013.(2)(g), Use of fraudulent or dishonest practice by the licensee

The licensee misled elderly consumers into purchasing life insurance policies by leading them to believe that they were merely renewing existing long-term care policies. The Licensee timed his visits with these consumers to coincide with the normal annual renewal date of their long-term policies, and the premium amounts for the new life insurance policies were almost the same as the annual renewal payments for the existing policies, so the consumers thought they were renewing their old policies.

Violation of ORS 746.100, False or fraudulent statement or representation on or relative to an application for insurance.

By falsely misleading the consumers to believe that the checks they gave him were for annual premiums on their long-term care policies, none of them knew they were applying for new life insurance policies. Licensee completed or assisted in the completion of life insurance applications and by submitting these applications to the insurance company he misrepresented to the consumer that they knowingly signed the application and wanted the life insurance.

Violation of ORS 744.028, Notification of licensee change of address and phone number.

Licensee conceded that he violated this statute three times by failing to provide the department his new address and telephone number.

RCW 48.17.530 provides that: (1) The commissioner may suspend, revoke, or refuse to issue any license which is issued or may be issued under this chapter or any surplus line broker's license for any cause specified in any other provision of this code, or for any of the following causes: (b) If the licensee or applicant willfully violates or knowingly participates in the violation of any provision of this code or any proper order or regulation of the commissioner. (e) If the licensee or applicant has, with intent to deceive, materially misrepresented the terms or effect of any insurance contract; or has engaged or is about to engage in any fraudulent transaction. (h) If the licensee or applicant has shown himself to be, and is so deemed by the commissioner, incompetent, or untrustworthy, or a source of injury and loss to the public.

By reason of your conduct you have violated RCW 48.17.070, RCW 48.30.090 and RCW 48.30.210 and have shown yourself to be and are so deemed by the commissioner, untrustworthy and a source of injury and loss to the public and not qualified to be an insurance agent in the State of Washington. Accordingly, your license is revoked pursuant to RCW 48.17.530(1) (b), (e), and (h).

IT IS FURTHER ORDERED that you return your insurance agent's license certificate to the Commissioner on or before the effective date of the revocation of your license, as required by

RCW 48.17.530(4).

NOTICE CONCERNING YOUR RIGHT TO A HEARING. Please note that a detailed summary of your right to contest this Order is attached. Briefly, if you are aggrieved by this Order, RCW 48.04.010 permits you to demand a hearing. Pursuant to that statute and others: You must demand a hearing, in writing, within 90 days after the date of this Order, which is the day it was mailed to you, or you will waive your right to a hearing. Your demand for a hearing must specify briefly the reasons why you think this Order should be changed. If your demand for a hearing is received by the Commissioner before the effective date of the revocation, then the revocation will be stayed (postponed) pending the hearing, pursuant to RCW 48.04.020. Upon receipt of your demand for hearing, you will be contacted by an assistant of the Chief Hearing Officer to schedule a teleconference with you and the Insurance Commissioner's Office to discuss the hearing and the procedures to be followed.

Please send any demand for hearing to Insurance Commissioner, attention Scott Jarvis, Deputy Insurance Commissioner, Office of the Insurance Commissioner, P.O. Box 40257, Olympia, WA 98504-0257.

ENTERED AT LACEY, WASHINGTON, this 3rd day of June, 2002.

MIKE KREIDLER
Insurance Commissioner

By

SCOTT JARVIS
Deputy Commissioner

Investigator: Tom Talarico